Military Market
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# THE DISTRIBUTION MANIFESTO

DEF DEPOT OGDEN-AMV-STAT REF
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ANDOVER ROAD
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"Distribution should be a common effort, starting from the manufacturer to the customer, but not ending there."

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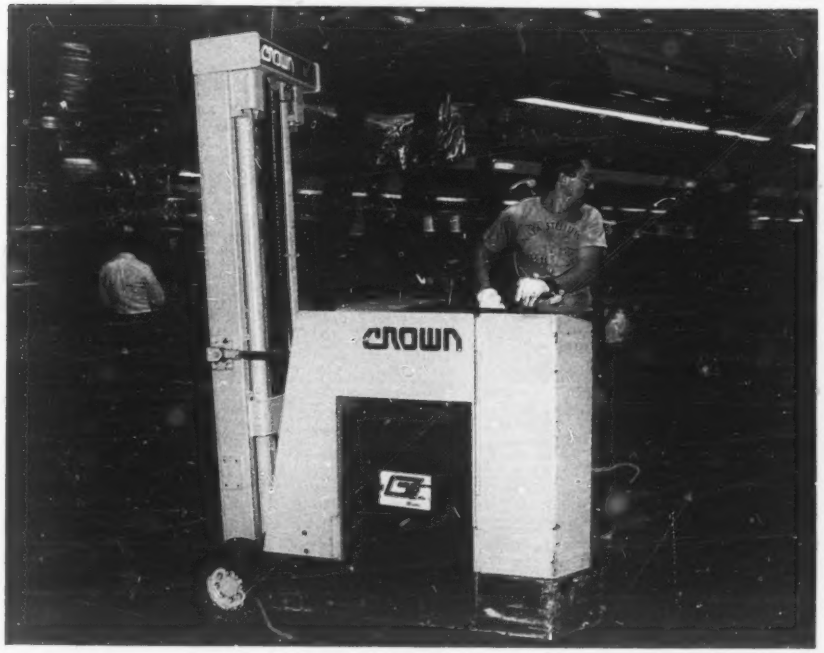
The art of distribution, manifested at DDDC. — 24




SEPTEMBER 1989 VOL. 40, NO. 9

## News

☐ Rackjobbing increases H&BA prices for customers in two Arizona commissaries. ☐ But on the West Coast, Marine Corps exchanges find rackjobbing very helpful. ☐ Government bans some Borden products from commissaries. ☐ Jones Commission heads toward December finish. ☐ AAFES officially opens Waco Distribution Center. ☐ AFCOMS is still deciding on commissary data contract. ☐ House approves benefits portability plan. ☐ New mail order catalog lets you fax your order, too. ☐ And DPSC wants to know just how metric suppliers really are. 6

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*ON THE COVER: Bettie Guy on the scanner; Charles Weisneth, DDDC head; unidentified worker in picking.*

*COVER PHOTOS BY BILL KALIS; DESIGN BY MARTY BAUMANN*

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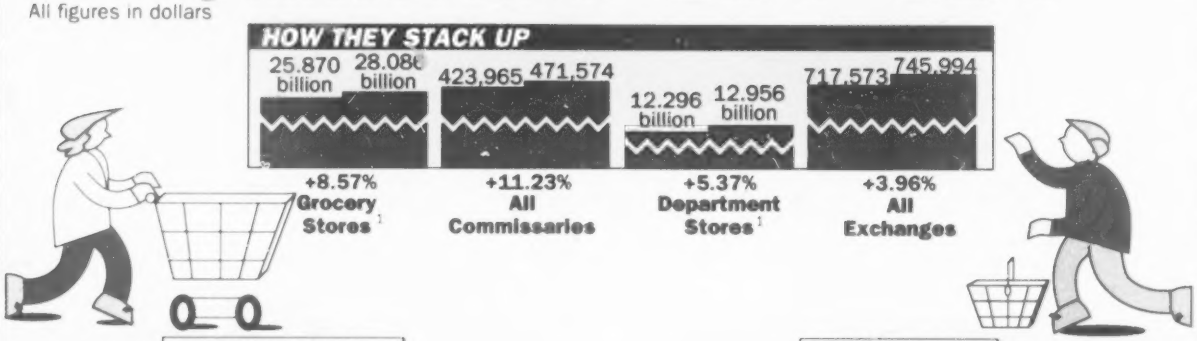
# Military Market Index

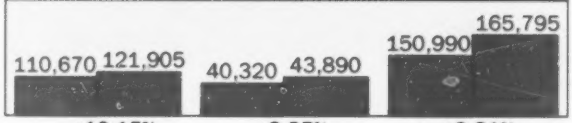
May '88 May '89

All figures in dollars




## COMMISSARIES

### ARMY

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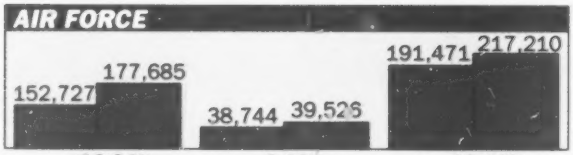
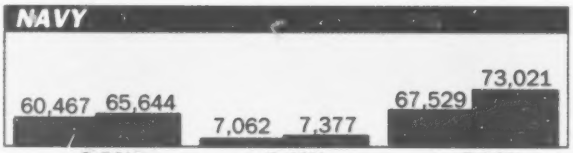
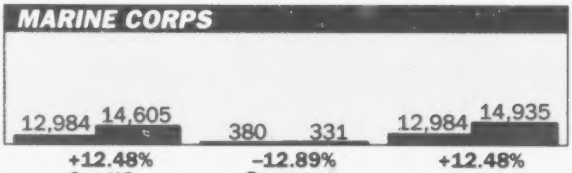


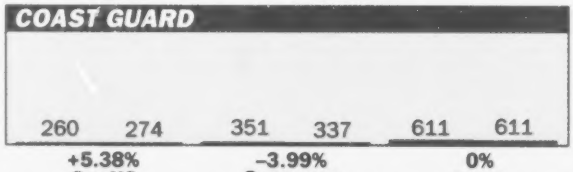

### NAVY




### MARINE CORPS




### COAST GUARD

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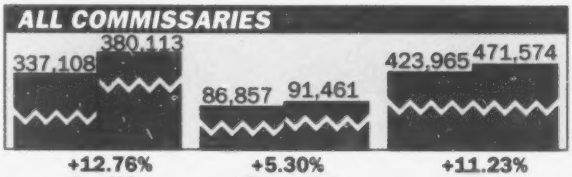
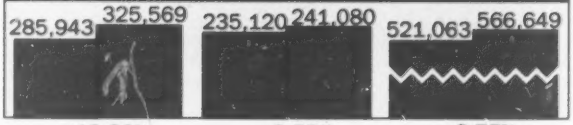
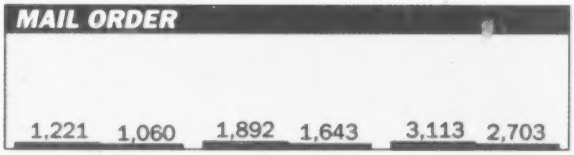



## EXCHANGES

### AAFES




### MAIL ORDER

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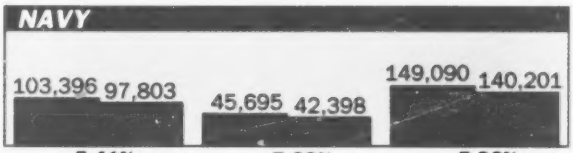
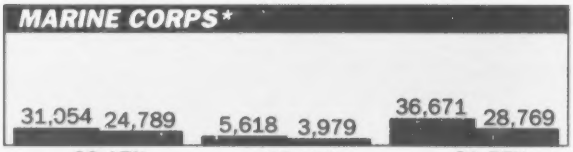



### MARINE CORPS*

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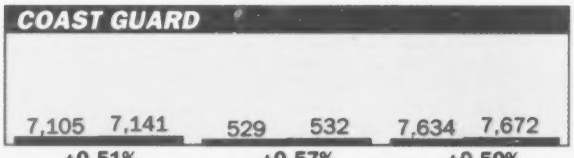
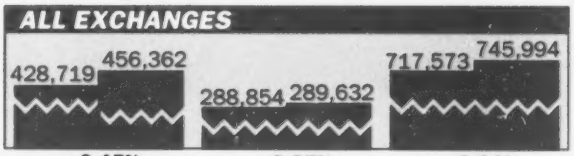



### ALL EXCHANGES




1) Source: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.

*Because of MWR consolidation, Marine Corps exchange sales in 1989 are not comparable to 1988 sales.

Marty Baumann